

U.S. Motor Vehicle Market Quick-Facts

**Compiled by U.S. Department of Commerce, Office of Automotive Affairs,
from government & industry sources on August 22, 2000**

New Car and Non-Commercial Light Truck Sales in the United States Millions of Vehicles

	1995	Chg *	1996	Chg *	1997	Chg *	1998	Chg *	1999	Chg *	7 MOs 2000	Chg *
Total Market	14.688	-2%	15.060	3%	15.087	0.2%	15.511	2.8%	16.867	8.7%	10.519	5.4%
From NAFTA **	12.791	-1%	13.357	4%	13.160	-1.5%	13.485	2.5%	14.386	6.7%	8.843	3.0%
From All Others:	1.897	-11%	1.702	-10%	1.926	13.2%	2.026	5.1%	2.482	22.5%	1.676	20.2%
-Germany	0.209	4%	0.238	14%	0.299	25.6%	0.368	23.3%	0.470	27.6%	0.310	14.7%
-Japan	1.343	-17%	1.124	-16%	1.252	11.4%	1.292	3.2%	1.451	12.3%	0.949	16.3%
-Korea	0.191	10%	0.1821	-5%	0.202	10.8%	0.180	-10.6%	0.330	82.8%	0.273	51.1%

* = Change from Same Previous Period, Computed on Unrounded Numbers; **From All Plants in USA, Canada, Mexico

New Car and Non-Commercial Light Truck National Nameplate Sales and Shares Millions of Vehicles**

	1995	Share*	1996	Share*	1997	Share*	1998	Share*	1999	Share*	7 MOs 2000	Share*
American	10.729	73.0%	10.961	72.8%	10.761	71.3%	10.863	70.0%	11.525	68.3%	7.006	66.6%
German	0.309	2.1%	0.367	2.4%	0.430	2.8%	0.586	3.8%	0.747	4.4%	0.491	4.7%
Japanese	3.365	22.9%	3.429	22.8%	3.564	23.6%	3.710	23.9%	4.045	24.0%	2.610	24.8%
Korean	0.132	1.0%	0.145	1.1%	0.169	1.3%	0.175	1.3%	0.330	2.3%	0.273	3.1%
All Others	0.153	0.9%	0.158	0.9%	0.163	0.9%	0.176	1.0%	0.221	1.0%	0.139	0.8%

* = Computed on Unrounded Numbers ** = Traditional Affiliations

U.S. Gross Domestic Product and Value of Car and Truck Output ** Billions of Current Dollars

	1994	Chg *	1995	Chg *	1996	Chg *	1997	Chg *	1998	Chg *	1999	Chg *
Total U.S. GDP	7,054.3	6.2%	7,400.5	4.9%	7813.2	5.6%	8,300.8	6.2%	8,759.9	5.5%	9,248.4	5.6%
-Cars	142.8	9.0%	130.5	-8.6%	126.1	-3.4%	127.0	0.7%	130.5	2.8%	127.1	-2.6%
-All Trucks	123.1	26.6%	139.8	13.6%	149.5	6.9%	166.4	11.3%	182.8	9.9%	215.8	18.1%

* = Change from Same Previous Period; ** New & Used Cars, New Trucks

U.S. Light Vehicle Production (Millions), Plant Capacity Use (PCU), SIC 3711 Tot. Employment (1000s)

	1995	PCU	1996	PCU	1997	PCU	1998	PCU	1999	PCU	7 MOs 2000	Chg *
Total Production	11.6	86%	11.5	87%	11.7	93%	11.635	92%	12.586	100%	7.396	3.2%
-by the Big-3**	9.3	85%	9.1	87%	9.4	92%	9.125	91%	10.033	102%	5.821	2.1%
-by Jpn Affiliates	2.3	90%	2.3	87%	2.3	93%	2.382	94%	2.427	93%	1.486	7.5%
-by Grm Affiliates	0.012	19%	0.050	80%	0.082	73%	0.128	79%	0.127	75%	0.090	10.8%
Avg. Ann. Employ.	357		346		348		342		342			

* = Production Change from Same Previous Period; ** DaimlerChrysler-U.S., Ford Motor Company, General Motors Corporation

Big-3's Worldwide Sales & Revenue; Net Income

Billions of Dollars

	1994	Chg *	1995	Chg *	1996	Chg *	1997	Chg *	1998**	Chg *	1999p	Chg *
Sales & Revenue	335.6	16%	350.6	4%	353.8	1%	369.0	4.3%	262.0	-6.2%	289.6	10.5%
-Net Income	13.9	479%	13.0	-6%	12.9	-1%	16.2	25.2%	7.7	-33.4%	10.5	36.4%

* = Change from Same Previous Period; **1998 and later = GM, Ford. p = preliminary

U.S. Trade Flows by All Shippers of New and Used Motor Vehicles**

Billions of Dollars

	1995	Chg *	1996	Chg *	1997	Chg *	1998	Chg *	1999	Chg *	6 MOs 2000	Chg *
World												
Exports	22.440	4%	23.962	7%	25.593	7%	24.462	-4%	23.824	-2.6%	13.615	5.5%
Imports	76.644	6%	79.705	4%	87.656	10%	94.650	8%	115.609	22.1%	63.766	12.3%
Balance	-54.204	7%	-55.743	3%	-62.063	11%	-70.188	13%	-91.785	30.8%	-50.151	14.4%
Canada												
Exports	11.450	1%	12.195	7%	14.406	18%	13.867	-4%	14.951	7.8%	8.646	9.0%
Imports	33.337	8%	33.676	1%	35.825	6%	37.518	5%	46.367	23.6%	24.484	1.8%
Balance	-21.887	12%	-21.481	-2%	-21.419	0%	-23.651	10%	-31.416	32.8%	-15.837	-1.8%
Germany												
Exports	0.749	-8%	1.274	70%	1.184	-7%	1.345	14%	1.194	-11.3%	0.626	-22.1%
Imports	6.654	14%	7.423	12%	9.040	22%	11.138	23%	13.505	21.3%	7.529	15.8%
Balance	-5.904	17%	-6.149	4%	-7.856	28%	-9.793	25%	-12.312	25.7%	-6.903	21.1%
Japan												
Exports	3.102	53%	2.668	-14%	1.622	-39%	1.165	-28%	0.824	-29.2%	0.440	-14.3%
Imports	23.018	-11%	20.900	-9%	23.631	13%	25.294	7%	29.848	18.0%	15.793	11.0%
Balance	-19.916	-17%	-18.232	-8%	-22.009	21%	-24.129	10%	-29.023	20.3%	-15.353	11.9%
Korea												
Exports	0.082	12%	0.170	107%	0.092	-46%	0.007	-93%	0.016	142.7%	0.017	113.4%
Imports	1.656	13%	1.852	12%	1.904	3%	1.696	-11%	2.900	71.0%	2.061	78.8%
Balance	-1.574	13%	-1.682	7%	-1.812	8%	-1.690	-7%	-2.884	70.7%	-2.044	78.6%
Mexico												
Exports	0.377	-43%	1.253	233%	1.978	58%	2.363	19%	2.547	7.8%	1.927	59.8%
Imports	7.829	64%	11.305	44%	12.110	7%	13.190	9%	15.788	19.7%	9.949	30.3%
Balance	-7.453	80%	-10.053	35%	-10.132	1%	-10.827	7%	-13.241	22.3%	-8.023	24.8%

* = Change Computed on Unrounded Numbers; ***General Imports, Excludes Vehicles Assembled in U.S. Foreign Trade Zones

U.S. Trade Flows by All Shippers of New and Used Motor Vehicles

Total Units

	1995	Chg *	1996	Chg *	1997	Chg *	1998	Chg *	1999	Chg *	6 MOs 2000	Chg *
World												
Exports	1,509,145	0.3%	1,581,266	4.8%	1,735,579	9.8%	1,610,943	-7.2%	1,526,924	-5.2%	889,780	8.1%
Imports	4,793,200	-1%	4,770,830	0%	5,124,004	7.4%	5,347,765	4.4%	6,500,387	21.6%	3,591,401	13.6%
Canada												
Exports	700,969	-8.7%	720,251	2.8%	876,667	21.7%	851,217	-2.9%	916,847	7.7%	544,305	10.0%
Imports	2,135,767	2.2%	2,118,804	-0.8%	2,186,774	3.2%	2,209,675	1.0%	2,688,658	21.7%	1,446,403	3.7%
Germany												
Exports	49,931	-9.5%	85,333	70.9%	74,201	-13.0%	70,008	-5.7%	59,880	-14.5%	31,508	-20.5%
Imports	208,329	8.9%	235,388	13.0%	300,694	27.7%	376,705	25.3%	460,101	22.1%	256,953	14.9%
Japan												

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Exports	166,662	40.4%	161,355	-3.2%	96,272	-40.3%	63,300	-34.2%	53,720	-15.1%	25,108	-24.4%
Imports	1,478,088	-16.2%	1,242,524	-15.9%	1,428,496	15.0%	1,498,671	4.9%	1,744,763	16.4%	897,076	11.4%
Korea												
Exports	4,113	-4.2%	7,502	82.4%	5,357	-28.6%	928	-82.7%	1,379	48.6%	930	16.3%
Imports	216,695	-0.6%	225,631	4.1%	222,565	-1.4%	210,312	-5.5%	375,512	78.5%	249,712	65.6%
Mexico												
Exports	28,141	-39.7%	90,664	222%	140,652	55.1%	163,669	16.4%	175,526	7.2%	141,235	84.8%
Imports	587,860	41.9%	770,826	31.1%	788,796	2.3%	837,119	6.1%	938,436	12.1%	578,027	22.4%

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